

**TENNESSEE GENERAL ASSEMBLY  
FISCAL REVIEW COMMITTEE**



**FISCAL NOTE**

**SB 319 - HB 406**

March 22, 2011

**SUMMARY OF BILL:** Creates an additional class of licenses allowing the sale of wine at certain retail food stores. Authorizes retail package stores to sell ice, soft drinks, mixes associated with alcoholic beverages, glassware, and corkscrews.

**ESTIMATED FISCAL IMPACT:**

**Increase State Revenue – \$819,000/One-Time/ABC Fund  
\$2,481,100/Recurring/ABC Fund  
\$11,124,700/Recurring General Fund  
Increase State Expenditures – \$922,000/One-Time/ABC Fund  
\$1,293,300/Recurring/ABC Fund**

**Increase Local Revenue – \$9,300,200/Recurring/Permissive**

**Assumptions:**

- Licenses will be issued by the Alcoholic Beverage Commission (ABC) and only to qualified food stores in jurisdictions that have approved the sale of alcoholic beverages.
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- There are approximately 7,000 qualifying food stores in Tennessee. Approximately 52 percent of these are in localities that have authorized the sale of alcoholic beverages and 75 percent of stores in these localities will apply for the license resulting in 2,730 stores (7,000 x 52% x 75%) statewide authorized to sell wine.
- Each license is \$850 with a \$300 one-time fee. This will result in a recurring increase in state revenue to the ABC Fund of \$2,320,500 (2,730 x \$850) and a one-time increase in state revenue to the ABC Fund of \$819,000 (2,730 x \$300).
- The ABC will require 19 additional agents to assist in regulating and investigating the new licensees. ABC will require 10 new administrative clerk positions to assist in the administrative duties necessary for the new licensees.
- Each agent would receive a salary of \$31,128 plus benefits of \$13,710 totaling \$851,922 (19 agents x \$44,838) and \$5,000 for maintenance, travel, and hotels totaling \$95,000 (19 x \$5,000). The total recurring increase in expenditures to the State ABC Fund is for these new positions is \$946,922 (\$851,922 + \$95,000). The total one-time increase in expenditures to the State ABC Fund is \$912,000 which includes \$48,000 per agent for a car, camera, rifle, and vest (19 agents x \$48,000).

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- Each clerk would receive a salary of \$19,800 plus benefits of \$10,059 totaling \$298,590 (10 x \$29,859) and \$4,780 for computer access, and phones totaling \$47,800 (10 x \$4,780). The total recurring increase in expenditures to the State ABC Fund for these new positions is \$346,390 (\$298,590 + \$47,800). The total one-time increase in expenditures to the State ABC Fund is \$10,000 which includes \$1,000 per clerk for equipment (10 x \$1,000).
- The excise tax on wine, state sales tax, local sales tax, the enforcement tax on the sale of alcoholic beverages, and municipal inspection fees will be impacted by this bill.
- The provisions of the bill will result in an increase in all taxes and fees identified above; however, determining a precise estimate for such an increase is difficult due to a number of unknown factors. A conservative 33 percent increase in taxes and fees has been used for calculating the increase in revenues to state and local governments.
- According to the Department of Revenue, 8.9 million gallons, or 33,690,149,000 ml (8,900,000 x 3,785.41 ml) of wine were sold in Tennessee in 2010 with approximately \$344.5 million in total sales. The State collected approximately \$24,000,000 in sales tax revenue at sales tax rate of seven percent.
- The average bottle of wine is 750 ml according to *The 2009 Wine Handbook* published by The Beverage Corporation.
- Approximately 44,920,199 bottles (33,690,149,000 / 750) were sold in Tennessee in 2010. The average price per bottle sold in Tennessee in 2010 was \$7.67 (\$344,500,000 / 44,920,199).
- *The 2009 Wine Handbook* reported 700.6 million gallons of wine sold in the United States in 2008. Total wine sales equaled \$27,030,000,000.
- The average price per gallon in the United States was \$38.60 (\$27,030,000,000 / 700,600,000). There are, on average, five bottles per gallon. The average national price per bottle in 2008 was \$7.72 (\$38.60 / 5).
- *The 2009 Wine Handbook* records state sales in 9 liter cases, equal to 12 bottles or approximately 2.377 gallons per case (9 / 3.785 liters).
- North Carolina allows the sale of wine in grocery stores. According to the U.S. Census Bureau, North Carolina's population is 47% greater than Tennessee's (9,222,000 vs. 6,214,000 in 2008).
- In 2008, North Carolina sold 6,612,980 nine liter cases while Tennessee sold 3,376,690 cases. North Carolina has 96 percent more gross sales [(6,612,980 – 3,376,000) / 3,376,000] in 2008 than Tennessee.
- In 2008, Tennessee had per capita sales of 0.54 cases (3,376,000 / 6,214,000) while North Carolina had per capita sales of 0.72 cases (6,612,000 / 9,222,000).
- On a per capita basis, North Carolina had 33% more sales (0.72 / 0.54) than Tennessee in 2008.
- Assuming the increased per capita wine sales in North Carolina are attributable to sale of wine in grocery stores, it is assumed that Tennessee would experience a similar per capita increase in wine sales.
- Wine sales are subject to a \$1.21 per gallon excise tax. According to the Department of Revenue, FY09-10 collections were approximately \$10,800,000. The increase in state revenue from additional excise tax collections is estimated to be \$3,564,000 (\$10,800,000 x 33%).

- The state sales tax and local sales tax revenue figures are discounted by five percent (equal to 95 percent of sales tax) to account for a reduction in the retail price of wine resulting from increased competition among retailers.
- FY10-11 state sales tax collections for wine are estimated to be \$24,117,000 under current law. The recurring increase in state sales tax revenue is estimated to be \$7,560,680 ( $\$24,117,000 \times 33\% \times 95\%$ ).
- FY09-10 local sales tax collections from wine sales were \$8,613,222. The recurring increase to local sales tax revenue is estimated to be \$2,700,245 ( $\$8,613,222 \times 33\% \times 95\%$ ).
- Current law authorizes a \$0.15 per case enforcement tax upon the sale of alcoholic beverages sold at wholesale in Tennessee. FY09-10 collections attributable to wine sales are estimated to be approximately \$486,533. The recurring increase in state revenue associated with the enforcement tax is estimated to be \$160,556 ( $\$486,533 \times 33\%$ ). This amount is credited to the ABC Fund rather than the General Fund.
- Local governments are authorized by Tenn. Code Ann. § 57-3-501 to charge a permissive municipal inspection fee of a variable percentage (based on population) of the wholesale price of alcoholic beverages supplied by wholesalers. This fee is paid by licensed retailers within the municipality.
- Based upon a survey of local governments conducted by the Fiscal Review Committee (responses from 82 out of 90 local governments that authorize the sale of alcoholic beverages), in excess of \$20,000,000 is collected by municipalities statewide each year.
- Assuming a 33 percent increase in municipal inspection fee revenue, there will be a permissive recurring increase in local revenue exceeding \$6,600,000 ( $\$20,000,000 \times 33\%$ ).
- Authorizing the sale of ice, soft drinks, mixes, glassware, and corkscrews in retail package stores will not result in a significant increase in the total sales of these types of items. Any increase in state or local sales tax collections due to the expanded list of items authorized to be sold in retail package stores is estimated to be not significant.
- The enactment of 2009 Public Chapter 348 (authorizing a wine manufacturer or supplier licensed in Tennessee or in any other state to ship up to nine liters of wine per month and up to 27 liters per year directly to a Tennessee resident) will divert some wine sales from liquor stores and retail food stores. Had Public Chapter 348 not been enacted, the estimated increase in sales from passage of this bill would have been greater.

## **CERTIFICATION:**

The information contained herein is true and correct to the best of my knowledge.



James W. White, Executive Director

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